



The 9 Essential Steps of Successful International Networking®

Part Three





Welcome



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Agenda

- **Welcome**
Franz Kolb and Lew Cramer
- **Networking Exercise**
- **Review the 9 Steps**
- **Presentations:**
 - **Barbara Bagnasacco**, Ballard Spahr LLC
 - **Miguel Rovira**, Regional Director—The Americas, GOED
 - **Tarek Mango**, Managing Director, Mango Enterprises
 - **Sabina Zunguze**, President, A gift to Africa
 - **Paul Savage**, Attorney, Kirton & McConkie
 - **Satya Bathula**, President, Nitya Software
 - **Brett Heimburger**, Regional Director— Asia, GOED
- **Lunch/Networking**



The 9 Steps Defined





Step 1: Pre-Contact Preparation

- Every contact is an opportunity
 - Prioritize Contacts
 - Calendar/Notetaking Tools
- Wear correct attire

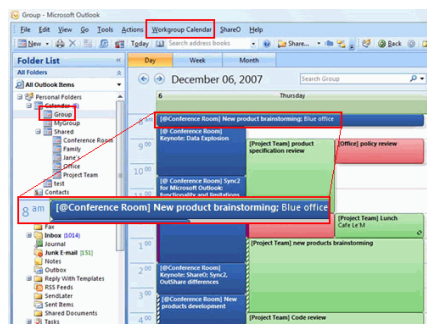




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Step 2: The Greeting

- Appropriate cultural greeting
- Effective ways to give business cards





Step 3: Focus on the Individual Contact



- Establish commonalities
 - What are the hot buttons?
- Always be there with the person 100%



Step 4: Focus on Communication with the Individual



- Mine for information
 - Take good notes
 - Active listening
- Compliment person sincerely
 - Be careful with jokes



Step 5: Search for Added Value

- Introduction to partners - Be a facilitator





Step 6: Be Courteous

- Be cognizant of others' time
- Read between the lines for meaning
- Gracious way to move on





Step 7: Leave a Token of Appreciation

- Gifts: What is appropriate and what is not?





Step 8: Show gratitude



- Stay in touch with contacts



Step 9: Follow-up

- Utilize networking database
- Telephone and email in timely manner





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